

The 20th Annual SADBOC PROCUREMENT FAIR

Thursday April 18th, 2019

9:00 AM – 3:00 PM

Earle Brown Heritage Center

6155 Earle Brown Drive | Brooklyn Center, MN

Register Now!

<https://sadbocprocurementfair.eventbrite.com>



<https://www.facebook.com/events/147763062645523/>



*Sponsored by the
Federal Executive Board of Minnesota*

Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this trade fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from federal, state and local departments, commercial/prime contractors, and nonprofit organizations.

The 20th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunities Council, in cooperation with the Procurement Technical Assistance Center and the U.S. Small Business Administration.

Matchmaking

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product/service (by appointment only).

Online registration for a 10 minute appointment begins March 25th, 2019.

<http://sadbocmatchmaking.eventbrite.com>

Matchmaking will close April 12th, 2019.



U.S. Small Business
Administration



This event is sponsored by the Federal Executive Board of Minnesota, in cooperation with the Procurement Technical Assistance Center and U.S. Small Business Administration.

Agenda

8:30 AM	Registration
9 AM – 3 PM	Trade Fair
9 AM – 3 PM	Workshops
12:30 PM – 3 PM	Matchmaking

Exhibiting Organizations

Federal Government

USDA Animal Plant Health Inspection Service, Air Force Reserve Airlift Wing 934th, VA Medical Center, VA National Acquisition Center, USDA Forest Service, US Army Corps of Engineers, Small Business Administration(MN, ND & WI), US Dept of Labor, US EPA, Indian Health Service, Minot Air Force Base

State and Local Government

City of Minneapolis, Dept of Administration - OEP, MinnState, Dept of Administration - PTAC, MNDOT, City of Saint Paul, Metropolitan Airports Commission, Metropolitan Council, Ramsey County, University of Minnesota, Hennepin County

Non-Profit Service Providers

Association of Women Contractors, Small Business Development Centers (SBDC), MN Indigenous Business Alliance, Wisconsin Procurement Institute, North Central Minority Supplier Development Council (NCMSDC), WWBIC - Veterans Business Outreach Center, SCORE, Women's Business Development Center (WBDC), Association of the U.S. Army (AUSA), MN American Indian Chamber of Commerce

Prime Contractors

LHB, Noridian Healthcare Solutions, Mayo Clinic, Knutson Construction, Cargill, Fastenal Company, HGA Architects and Engineers, ICS Inc, LS Black Constructors, McGough Construction, Medtronic, Northrop Grumman Innovation Systems, Red Wing Brands, Toro Company, Walman Instruments, Xcel Energy, Adolfson & Peterson Construction, Kraus-Anderson, PaR Systems, IC Systems, Woodward, Inc., 3M, PCL Construction Services

General and Registration Information

Registration: Visit <https://sadbocprocurementfair.eventbrite.com>
Registration is FREE

Questions: Christina Nebel-Dickerson (PTAC): 651-201-2629 or christina.nebel-dickerson@state.mn.us
Shaun McClary (SBA): 612.370.2320 or shaun.mcclary@sba.gov

Workshops

The Basics of Selling to the Government

MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)

Fundamentals of Government Contract Law

Eckland & Blando, LLP

Understanding the GSA Federal Supply (FSS) Schedule Program

General Services Administration (GSA)

Section 3 Certification and Twin Cities Section 3 Collaborative

HUD, Washington County CDA, and City of St. Paul

Selling to the State of Minnesota

MN Department of Administration

Finding Contracting Opportunities

MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)

Federal Certifications: 8(a); HUBZone, WOSB/EDWOSB

Small Business Administration (SBA)

CERT and St Paul Business Services and Resources

City of St. Paul

WBE and MBE: Corporate Certifications for Minority and Women Owned Businesses

Women's Business Development Center (WBDC) and North Central Minority Supplier Development Council (NCMSDC)

TG/ED/VO Certifications with the State of Minnesota

MN Dept of Administration, Office of Equity in Procurement (OEP)

Don't be a Fraud! The False Claims Act and Other Dangers

The Law Office of Tim Connelly, PLLC

Disadvantaged Business Enterprise (DBE) Certification

Metropolitan Council

The Davis Bacon and Service Contract Acts

Corey Walton, U.S. Dept of Labor

Rights & Responsibilities of a Federal Subcontractor

Morrison Sund, PLLC, Attorneys at Law

Cybersecurity Considerations for Small Business

MN Small Business Development Center

Six Part Series on Federal Contracting Readiness!

- DCAA Compliance
 - Pre-Award Survey and the SF 1408
 - Developing Indirect Rates and Multipliers
 - Bid vs. No Bid Estimating Templates
 - Job Costing: Estimating vs. Actual
 - Management Accounting
- Eric Ruffin, Ruffin Consulting Services*